

Message Text

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SUBJECT: SECOND SENIOR REVIEW MEETING, U.S.-JAPAN TRADE
FACILITATION COMMITTEE, MARCH 14

1. SUMMARY. SUBJECT MEETING CO-CHAIRLED BY ASSISTANT
SECRETARY OF COMMERCE WEIL AND MITI DIRECTOR-GENERAL
NISHIYAMA REVIEWED TFC ACTIVITIES, INCLUDING HANDLING OF
AMERICAN COMPANY PROBLEMS WITH GOJ TRADE PRACTICES AND
PROCEDURES, TRADE MISSIONS, AND MARKET RESEARCH AND STUDIES.
NEXT SENIOR REVIEW MEETING SCHEDULED FOR TOKYO END OF MAY.
END SUMMARY

2. ASSISTANT SECRETARY OF COMMERCE FOR INDUSTRY AND TRADE
FRANK A. WEIL AND MINISTRY OF INTERNATIONAL TRADE AND
INDUSTRY (MITI) DIRECTOR-GENERAL OF INTERNATIONAL TRADE
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ADMINISTRATION BUREAU KEIJIRO NISHIYAMA CO-CHAIRLED SECOND
MEETING OF SENIOR REVIEW COMMITTEE OF U.S.-JAPAN TRADE
FACILITATION COMMITTEE (TFC) MARCH 14 AT COMMERCE DEPARTMENT
MEETING ATTENDED ON USG SIDE BY REPRESENTATIVES OF NSC, STR,
STATE, TREASURY, COMMERCE, LABOR AND AGRICULTURE: ON JAPANESE
SIDE BY GOVERNMENT MEMBERS OF IMPORT PROMOTION MISSION, AND
REPRESENTATIVES OF JAPANESE EMBASSY, JETRO AND JAPANESE

CONSULATE GENERAL NEW YORK. ALSO ATTENDING AS OBSERVER WAS
U.S. CHAMBER OF COMMERCE REPRESENTATIVE OAKLEY JOHNSON.

HIGHLIGHTS OF MEETING AS FOLLOWS:

A. AMERICAN COMPANY CASES. WEIL THANKED GOJ FOR PROMPT
AND FAVORABLE RESOLUTION OF PROCTOR AND GAMBLE AND GENERAL
ELECTRIC CASES AND HOPED SIMILAR TREATMENT WOULD BE
ACCORDED PENDING AND FUTURE CASES. SAID NEGATIVE DECISION
SOMETIMES EVEN PREFERABLE TO LENGTHY PERIOD OF INDECISION.
MENTIONED ABBOTT LABORATORIES CASE IN THIS CONNECTION AND
SUGGESTED GOJ CONSIDER ACCEPTING U.S. TEST DATA IN ORDER
EXPEDITE ITS REVIEW. NOTED COMMERCE REVIEWING SOME 30
CASES FOR POSSIBLE SUBMISSION TO TFC. MITI'S KAWASAKI SAID
GOJ HAD "RESOLVED" SEVEN CASES, INCLUDING ONE INVOLVING
ELECTRICAL STANDARDS FOR AIRCONDITIONERS WHICH APPARENTLY
ORIGINATED IN TRADE STUDY GROUP. (NOTE. WE BELIEVE
KAWASAKI MEANT GOJ HAD FORMULATED INITIAL POSITION ON FIVE
PENDING CASES RATHER THAN SETTLED THEM. PLEASE CLARIFY
STATUS AIRCONDITIONER CASE.) FOR DISCUSSION OF GENERAL
DATA COMM INDUSTRIES CASE, SEE SEPTTEL.

B. TRADE MISSIONS. COMMERCE (GARNITZ) REPORTED DECISION
MADE TO FOLLOW UP ON CONTACTS DEVELOPED BY IMPORT PROMO-
TION MISSION'S PURCHASING SUBGROUPS AT HIGH POINT, N.C.,
AND CHICAGO BY SENDING TO JAPAN INDUSTRY ORGANIZED AND
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GOVERNMENT APPROVED (IOGA) FURNITURE AND MACHINE TOOLS
MISSIONS, RESPECTIVELY. GARNITZ ALSO ANNOUNCED PLANNED
PERMANENT DISPLAY IN JAPAN OF AMERICAN CONSUMER GOODS IN
COOPERATION WITH INSTITUTE OF DISTRIBUTION RESEARCH, A
NON-PROFIT PUBLIC CORPORATION UNDER MITI.

C. MARKET RESEARCH AND STUDIES. U.S. SIDE REPORTED THAT
(1) COMMERCE'S SECTORAL SURVEY ON JAPAN COMPLETED IN
DRAFT AND AVAILABLE FOR DISTRIBUTION PROBABLY BY END APRIL
AND (2) TREASURY'S STUDY (BY BOSTON CONSULTING GROUP) ALSO
LIKELY BE READY BY END APRIL. JAPANESE SIDE REPORTED
COMPLETION OF FOLLOWING STUDIES AND PUBLICATIONS: (1)
JETRO BOOKLET "EXPORTING TO JAPAN -- A LIST OF PRODUCTS
JAPAN AIMS TO BUY", (2) JETRO BOOKLET, "EXPORTING TO
JAPAN -- A LIST OF JAPANESE FIRMS (NOTE. THESE ARE FIRMS
INTERESTED IN IMPORTING), WHICH IS CROSS-REFERENCED TO
BOOKLET (1); (3) MITI STUDY DATED FEBRUARY 24, "PROMOTION
OF THE SALE OF AMERICAN CARS IN THE JAPANESE MARKET"
(NOTE. TRADE STUDY GROUP ALREADY HAS COPY FOR COMMENTS);
AND (4) "HOW JETRO CAN SERVE YOU IN EXPORTING TO JAPAN."
GOJ ALSO DOING MARKET STUDY ON TEN ITEMS IT HAS SELECTED
AS BEST IMPORT PROSPECTS. A 20-30 PAGE ENGLISH VERSION OF

THIS STUDY TO BE AVAILABLE BY END APRIL.

D. NEXT MEETING. WEIL PROPOSED HAVING NEXT SENIOR REVIEW

MEETING IN TOKYO END OF MAY TO BE PRECEDED BY TFC SUB-
COMMITTEE MEETING TO REVIEW STATUS OF AMERICAN COMPANY
CASES. NISHIYAMA AGREED. VANCE

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